



Spring-Summer 2022 Weather-Driven Demand Favorability Profiles for U.S. Markets



March – July 2022

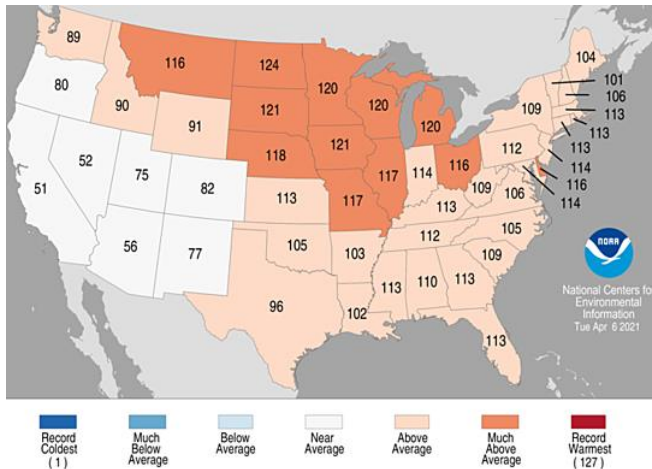
March 2022 Outlook: Colder Temps to Challenge Early Spring Demand.

Drier Conditions Could Improve Outdoor Category Demand

March 2021 Actuals

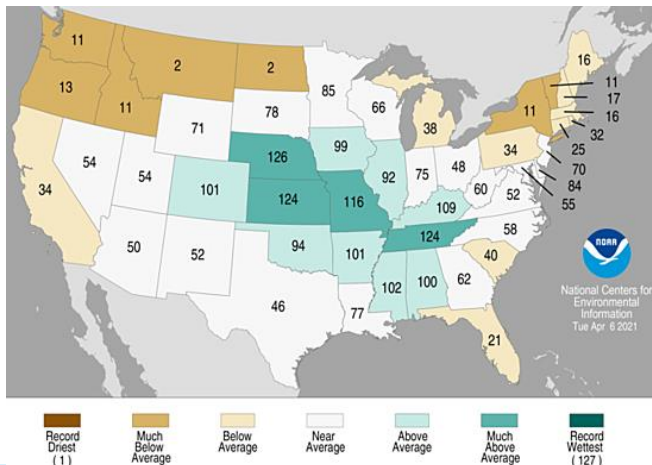
Statewide Temperature Anomalies

March 2021



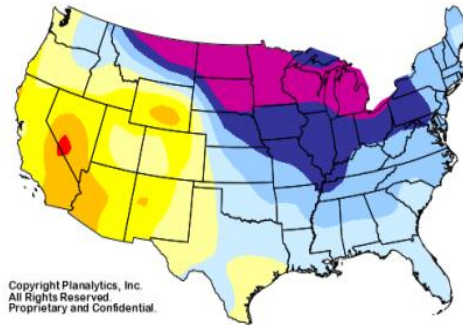
Statewide Precipitation Anomalies

March 2021

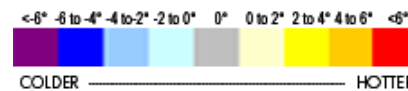


March 2022 vs. 2021

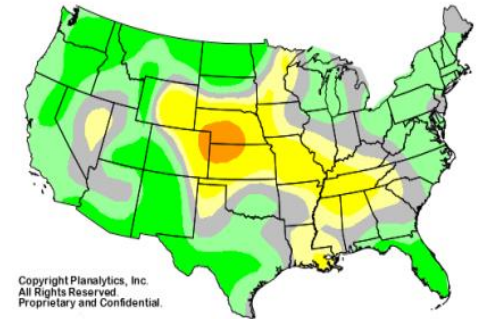
Temperature



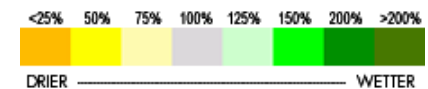
- In March 2022, temperatures are expected to be colder than LY for the eastern two-thirds of the U.S. The coldest anomalies to LY will be found across much of the Northern Tier, specifically in the upper North Central regions.
- Anticipate slightly warmer than LY conditions for much of the western third of the U.S., portions of the western South Central region, and eastern Texas. The warmest comparisons are expected in the lower Pacific and Mountain regions.



Precipitation



- A wetter trend compared to last March is expected for many U.S. markets. The wettest anomalies will be found across the West, the Northern Tier, and in portions of Florida and the Western South Central region.
- Anticipate drier comparisons for much of the central U.S., the Eastern South Central region, and in pockets of the South Atlantic region. The driest anomalies will be found in the Central Plains.



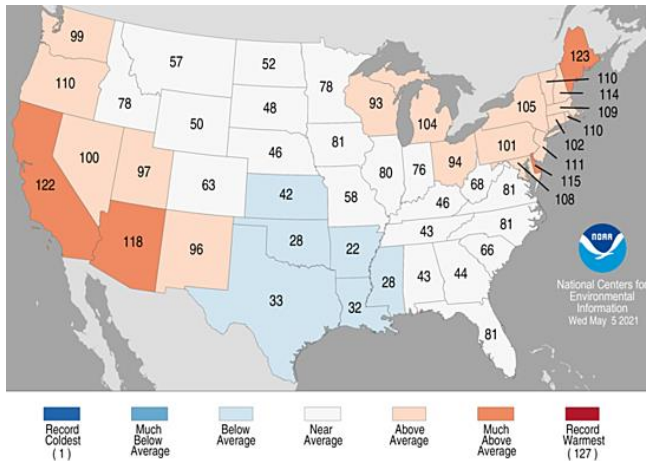
April 2022 Outlook: Warmer Temps to Unleash Pent-up Spring Demand.

Wetter Conditions to Improve Demand for Waterproofing Items

April 2021 Actuals

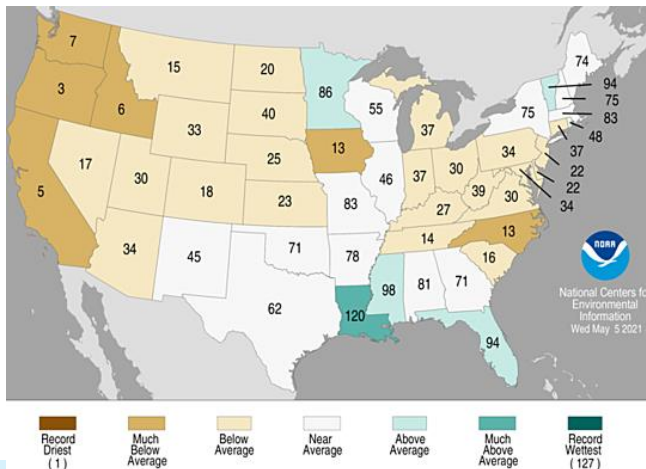
Statewide Temperature Anomalies

April 2021



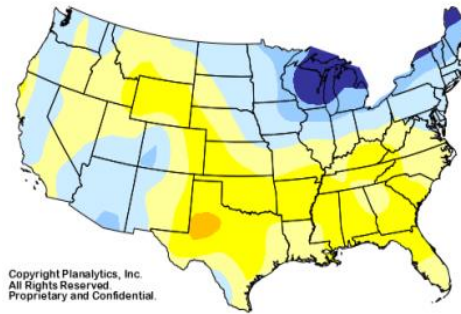
Statewide Precipitation Anomalies

April 2021

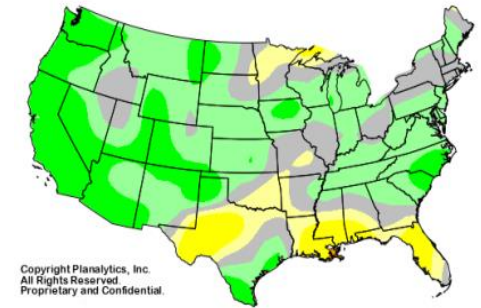


April 2022 vs. 2021

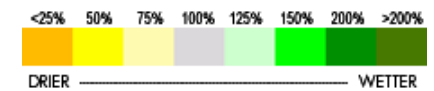
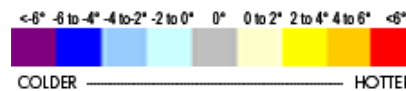
Temperature



Precipitation



- Anticipate a colder trend vs. LY for much of the Northern Tier in April 2022. The coldest anomalies will be focused in the Eastern North Central region. Additionally, select markets in the Pacific and southern Mountain regions can expect colder temperatures to LY.
- Expect warmer temperatures vs. LY across the South Central, and the South and Middle Atlantic regions. The warmest anomalies will be found from western Texas to the South Atlantic region.
- In April 2022, anticipate wetter than LY conditions for most regions in the U.S. The wettest anomalies can be found in the Pacific, Mountain, and Middle Atlantic regions.
- Portions of the Western North Central, South Atlantic, and South Central regions are expected to be drier than LY. The driest conditions compared to the prior year will be found in markets along the Gulf Coast and western Texas.



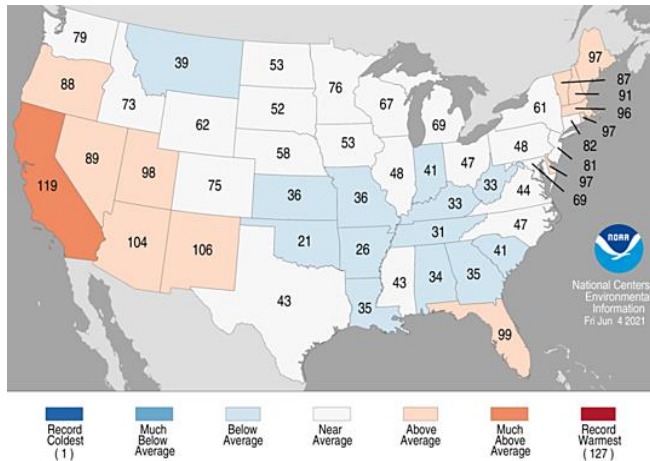
May 2022 Outlook: Warmer Temps to Maintain Robust Seasonal Demand

Late freeze Less Likely. Precipitation Trends Variable.

May 2021 Actuals

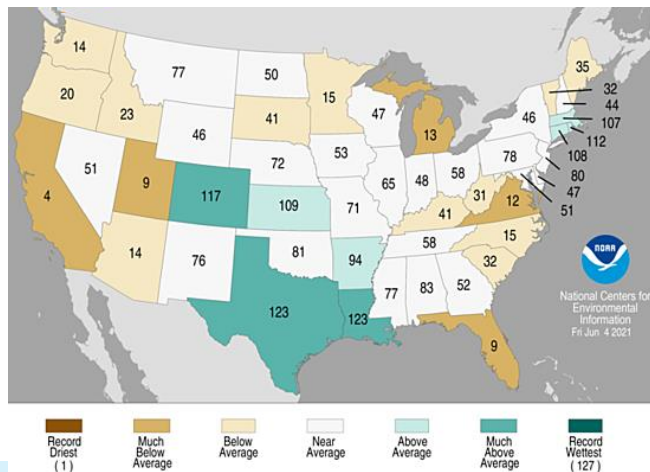
Statewide Temperature Anomalies

May 2021



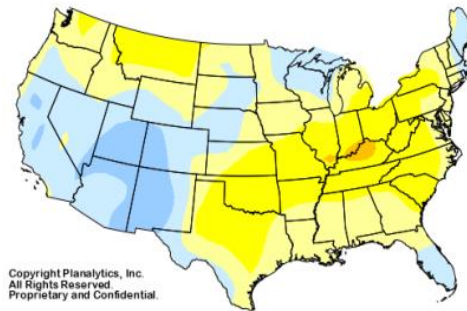
Statewide Precipitation Anomalies

May 2021

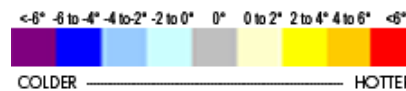


May 2022 vs. 2021

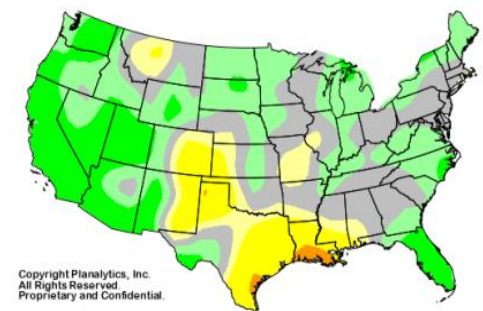
Temperature



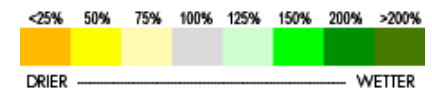
- May 2022 in the U.S. is expected to trend hotter than LY across the East, and along much of the Northern Tier. The hottest anomalies are anticipated in the South Central regions.
- Conversely, cooler than LY temperatures are expected across the Mountain and Pacific regions. Cooler conditions will also be found in portions of Florida and the Dakotas.



Precipitation



- May 2022 will bring wetter than LY conditions to the majority of the U.S. The wettest anomalies are expected in the Mountain region, the Pacific region, and in Florida.
- A drier trend vs. LY is expected in the South Central regions, and in Missouri and Montana. Additionally, portions of the Gulf Coast will see conditions much drier than LY.

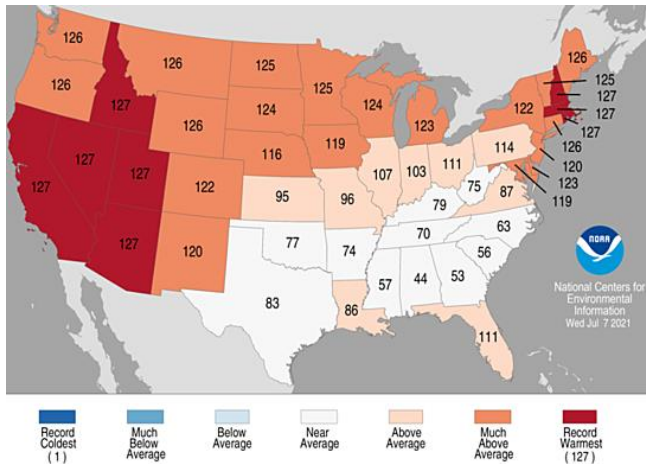


June 2022 Outlook: Expect Cooler North, Warmer South. Wetter West, Drier East. Disparate Demand Trends will be Likely for Seasonal Categories.

June 2021 Actuals

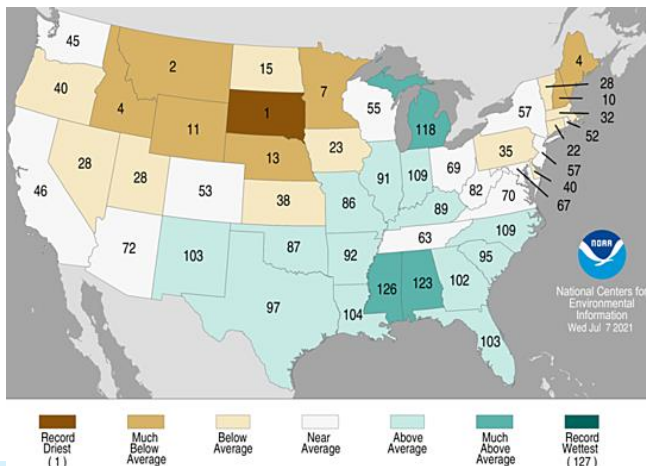
Statewide Temperature Anomalies

June 2021



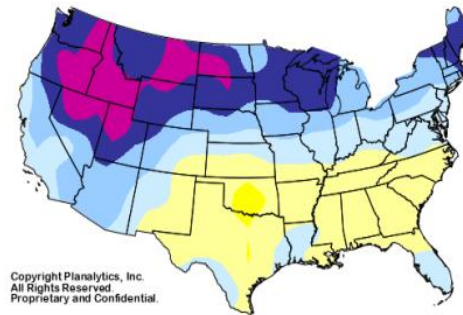
Statewide Precipitation Anomalies

June 2021

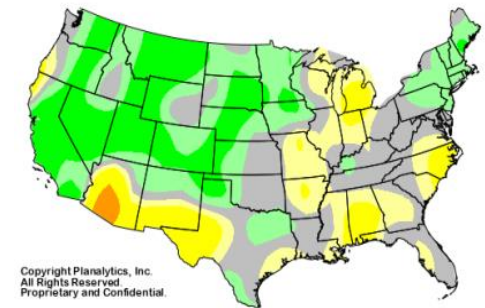


June 2022 vs. 2021

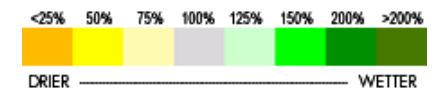
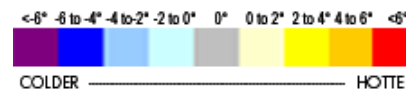
Temperature



Precipitation



- June 2022 is expected to trend cooler vs. LY across the Northern Tier and the western U.S. Cooler comparisons are also expected in pockets of Texas, Louisiana, and Florida. The coolest anomalies will be focused in the Pacific Northwest region and along the Northern Plains.
- Expect a slightly hotter than LY trend throughout much of the South Central and Southeast regions.
- Drier than LY conditions are expected for markets east of the Mississippi River and in portions of the Southwest region and western Texas. The driest comparisons will be found in southern Arizona, New Mexico, and western Texas.
- Anticipate wetter than LY conditions for the western two-thirds of the U.S. and in the Northeast region. The wettest anomalies will be found in the Pacific Northwest region, California, and the Northern Plains.



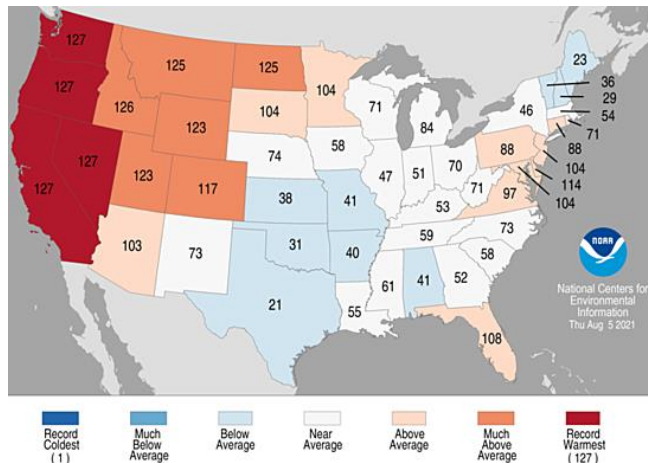
July 2022 Outlook: Expect Warmer Interior, East; Cooler, Wetter West.

Demand for Core Summer Categories will be Regional.

July 2021 Actuals

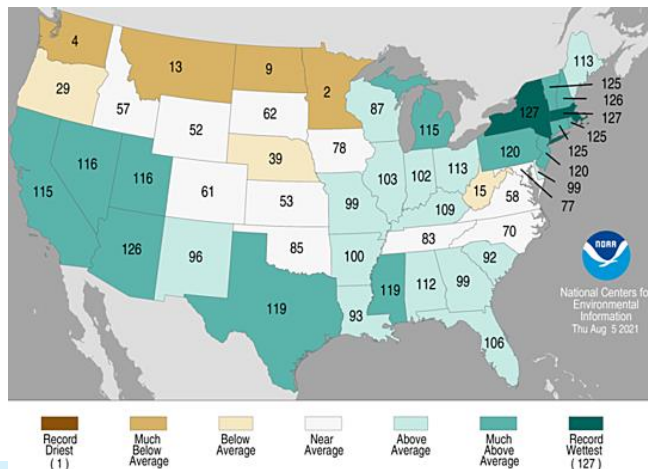
Statewide Temperature Anomalies

July 2021



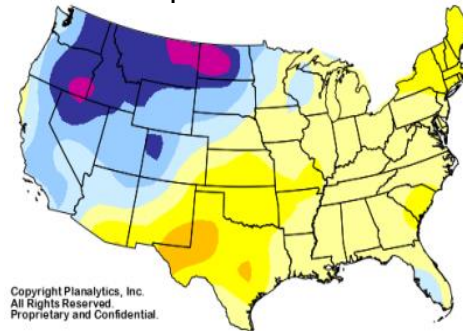
Statewide Precipitation Anomalies

July 2021

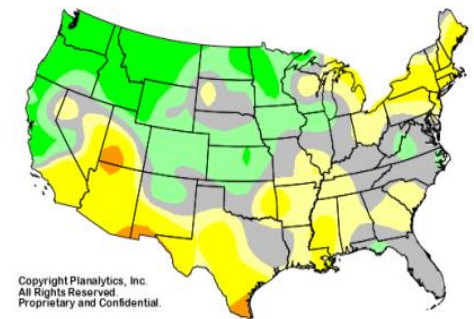


July 2022 vs. 2021

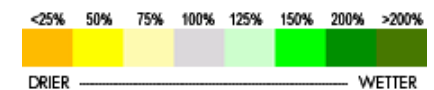
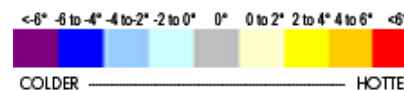
Temperature



Precipitation



- For July 2022, conditions will trend slightly hotter vs. LY across much of the eastern and central U.S. The hottest anomalies will be focused in western Texas and southeastern New Mexico.
- The western U.S. and portions of the Western North Central region can anticipate cooler comparisons vs. prior year. The coolest anomalies will be found in the northern Mountain region.
- Anticipate a drier vs. LY trend throughout the Southern Tier and the East in July 2022. The driest anomalies will be found along areas in the southern Mountain region.
- Expect wetter than LY conditions throughout much of the northwestern and north central U.S. The wettest comparisons to LY will be concentrated in the Pacific region and northern California.



Introduction to Weather-Driven Favorability

What Is Weather-Driven Favorability?

- Weather-driven favorability is the measured impact of weather on comp sales
- It is a representation of the consumer need for a product caused by perceived changes in the weather at a time/location intersection
- Expressed as change from the previous year and provided in favorability shadings from very favorable (positive) to very unfavorable (negative). The values below are guidelines to better define weather-driven favorability values. Exact values will vary by location
 - **VF** = Very Favorable to LY (expect > 15% increase in comps to LY based on weather)
 - **F** = Favorable to LY (expect up to a 15% increase in comps to LY based on weather)
 - **N** = Neutral to LY (expect little to no change in comps to LY based on weather)
 - **U** = Unfavorable to LY (expect up to a 15% decrease in comps to LY based on weather)
 - **VF** = Very Unfavorable to LY (expect > 15% decrease in comps to LY based on weather)
- Favorabilities are derived through detailed analysis of historical product demand and its correlation to changes in local weather conditions
- Presented to you by month, and at individual major markets
- It does not include any factors other than weather (e.g. price, competition, economic conditions, etc.)

Introduction to Weather Driven Favorability

How should Weather-Driven Favorabilities be used?

- Favorabilities can be used Strategically, Tactically, and Historically
 - PRE-SEASON: Strategically for planning and budgeting
 - IN SEASON: Tactically for ordering and labor scheduling
 - POST-SEASON: Historically, to understand the impact weather had on demand for a specific product/time/location combination

How do I maximize its benefits and make it work for me while minimizing any risks?

- Look for favorable periods to further amplify sales through aggressive marketing and inventory actions
- In-store promotions, product re-positioning, plan increased allocations, hold or decrease end-season markdown cuts

Weather Driven Favorability Profiles

Spring-Summer 2022

National

| Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|------------------|--------|--------|--------|--------|--------|--------|------|
| Air Conditioners | | N | N | F | N | F | N |
| Barbecues | VF | N | F | F | N | VF | F |
| Exterior Paints | N | N | N | N | N | N | N |
| Fans | | N | F | VF | N | F | F |
| Insecticides | F | N | N | N | N | N | N |
| L & G Growing | VF | N | N | N | F | VF | F |
| L & G Irrigation | N | N | N | N | N | N | N |
| L & G Tools | N | N | N | N | N | N | N |

LEGEND

Very Favorable

Favorable

Neutral

Unfavorable

Very Unfavorable

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year.

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|-----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| albany, ny | Air Conditioners | | N | VF | F | F | VF | VF |
| albany, ny | Barbecues | N | N | VF | VF | F | VF | VF |
| albany, ny | Exterior Paints | N | N | N | N | N | N | N |
| albany, ny | Fans | | F | F | F | F | VF | F |
| albany, ny | Insecticides | N | N | F | VF | F | F | F |
| albany, ny | L & G Growing | N | N | F | F | N | VU | N |
| albany, ny | L & G Irrigation | N | N | N | VF | F | VF | F |
| albany, ny | L & G Tools | N | N | N | N | N | N | N |
| albuquerque, nm | Air Conditioners | | VF | F | U | VF | N | F |
| albuquerque, nm | Barbecues | VF | F | N | F | F | N | F |
| albuquerque, nm | Exterior Paints | N | VF | N | U | N | N | N |
| albuquerque, nm | Fans | | VF | N | U | VF | N | F |
| albuquerque, nm | Insecticides | N | N | F | N | N | N | N |
| albuquerque, nm | L & G Growing | VF | F | F | F | N | VF | F |
| albuquerque, nm | L & G Irrigation | VF | F | N | N | N | N | N |
| albuquerque, nm | L & G Tools | F | F | U | N | N | N | N |
| amarillo, tx | Air Conditioners | | N | N | VF | F | F | F |
| amarillo, tx | Barbecues | VF | F | F | VF | VF | N | VF |
| amarillo, tx | Exterior Paints | VF | N | VF | N | F | N | N |
| amarillo, tx | Fans | | N | VF | VF | F | F | VF |
| amarillo, tx | Insecticides | VF | N | VF | U | U | U | N |
| amarillo, tx | L & G Growing | VF | F | N | N | N | N | F |
| amarillo, tx | L & G Irrigation | VF | N | N | F | F | VF | F |
| amarillo, tx | L & G Tools | VU | N | F | U | N | U | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

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Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|-----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| aspen, co | Air Conditioners | | N | U | VU | VU | VU | VU |
| aspen, co | Barbecues | F | N | U | U | U | U | U |
| aspen, co | Exterior Paints | N | N | VU | N | N | N | N |
| aspen, co | Fans | | N | VU | N | VU | VU | VU |
| aspen, co | Insecticides | N | N | U | U | U | U | U |
| aspen, co | L & G Growing | N | N | VU | N | VF | VF | F |
| aspen, co | L & G Irrigation | N | N | U | U | U | U | U |
| aspen, co | L & G Tools | N | N | U | U | U | U | U |
| atlanta, ga | Air Conditioners | | N | N | VF | N | N | F |
| atlanta, ga | Barbecues | VF | N | F | VF | VF | VF | VF |
| atlanta, ga | Exterior Paints | N | F | F | N | VF | N | F |
| atlanta, ga | Fans | | N | N | F | F | VF | F |
| atlanta, ga | Insecticides | N | N | N | N | N | N | N |
| atlanta, ga | L & G Growing | VF | N | N | F | U | VF | F |
| atlanta, ga | L & G Irrigation | F | N | N | F | F | F | N |
| atlanta, ga | L & G Tools | U | U | N | F | N | N | N |
| bakersfield, ca | Air Conditioners | | F | N | U | N | N | N |
| bakersfield, ca | Barbecues | F | N | N | N | N | N | N |
| bakersfield, ca | Exterior Paints | N | F | N | N | N | N | N |
| bakersfield, ca | Fans | | VF | N | U | F | N | F |
| bakersfield, ca | Insecticides | N | N | U | U | N | N | N |
| bakersfield, ca | L & G Growing | N | F | N | N | N | F | N |
| bakersfield, ca | L & G Irrigation | N | F | N | N | N | U | N |
| bakersfield, ca | L & G Tools | N | VF | N | N | N | U | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| baltimore, md | Air Conditioners | | VU | N | F | N | U | N |
| baltimore, md | Barbecues | VF | U | U | N | N | U | N |
| baltimore, md | Exterior Paints | U | U | N | N | N | N | U |
| baltimore, md | Fans | | N | U | VF | N | U | N |
| baltimore, md | Insecticides | F | N | U | F | N | N | N |
| baltimore, md | L & G Growing | VF | U | N | N | N | VF | F |
| baltimore, md | L & G Irrigation | F | N | N | N | N | N | N |
| baltimore, md | L & G Tools | U | N | N | N | N | F | N |
| bellingham, wa | Air Conditioners | | F | U | F | VU | U | U |
| bellingham, wa | Barbecues | VF | U | N | F | U | N | N |
| bellingham, wa | Exterior Paints | N | N | VU | F | VU | N | N |
| bellingham, wa | Fans | | N | U | VF | VU | U | U |
| bellingham, wa | Insecticides | N | N | N | N | U | N | N |
| bellingham, wa | L & G Growing | VF | N | N | N | VF | F | F |
| bellingham, wa | L & G Irrigation | F | N | U | N | U | N | N |
| bellingham, wa | L & G Tools | N | N | VU | N | U | N | N |
| billings, mt | Air Conditioners | | N | VF | VF | VU | VU | VU |
| billings, mt | Barbecues | VF | U | F | F | VU | U | N |
| billings, mt | Exterior Paints | N | U | N | N | N | N | N |
| billings, mt | Fans | | U | VF | F | VU | U | U |
| billings, mt | Insecticides | F | N | F | F | U | N | N |
| billings, mt | L & G Growing | N | U | VF | N | VF | VF | F |
| billings, mt | L & G Irrigation | F | U | N | F | VU | U | U |
| billings, mt | L & G Tools | VF | U | F | F | N | F | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

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|----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| binghamton, ny | Air Conditioners | | U | VF | N | U | F | N |
| binghamton, ny | Barbecues | N | U | VF | VF | N | VF | VF |
| binghamton, ny | Exterior Paints | N | U | N | F | N | N | N |
| binghamton, ny | Fans | | N | N | F | N | F | N |
| binghamton, ny | Insecticides | U | N | N | N | N | N | N |
| binghamton, ny | L & G Growing | N | U | VF | VF | N | VF | VF |
| binghamton, ny | L & G Irrigation | N | F | U | N | N | F | N |
| binghamton, ny | L & G Tools | F | U | N | N | N | F | N |
| birmingham, al | Air Conditioners | | N | F | F | F | N | F |
| birmingham, al | Barbecues | VF | VF | F | VF | VF | VF | VF |
| birmingham, al | Exterior Paints | F | N | U | F | VF | N | N |
| birmingham, al | Fans | | N | F | F | VF | VF | VF |
| birmingham, al | Insecticides | VF | N | F | N | F | F | N |
| birmingham, al | L & G Growing | VF | N | N | F | U | VF | VF |
| birmingham, al | L & G Irrigation | N | N | F | N | VF | F | F |
| birmingham, al | L & G Tools | F | N | N | N | N | N | N |
| bismarck, nd | Air Conditioners | | VU | N | VF | VU | VU | VU |
| bismarck, nd | Barbecues | VF | VU | N | N | U | U | U |
| bismarck, nd | Exterior Paints | N | VU | U | N | U | VF | N |
| bismarck, nd | Fans | | VU | VF | VF | VU | VU | U |
| bismarck, nd | Insecticides | VU | VU | N | F | F | N | N |
| bismarck, nd | L & G Growing | N | VU | F | N | VF | VF | VF |
| bismarck, nd | L & G Irrigation | N | U | F | F | N | U | N |
| bismarck, nd | L & G Tools | U | U | VF | N | F | VU | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
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Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|-----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| boise, id | Air Conditioners | | N | N | F | VU | VU | VU |
| boise, id | Barbecues | VF | N | N | N | U | VF | F |
| boise, id | Exterior Paints | N | U | F | N | N | N | N |
| boise, id | Fans | | VF | N | F | VU | U | U |
| boise, id | Insecticides | N | F | F | VF | U | VU | U |
| boise, id | L & G Growing | N | U | N | N | VF | VF | F |
| boise, id | L & G Irrigation | VU | U | N | F | U | N | N |
| boise, id | L & G Tools | U | N | N | N | N | N | N |
| boston, ma | Air Conditioners | | U | U | VU | VU | VF | U |
| boston, ma | Barbecues | VF | VU | N | U | U | F | N |
| boston, ma | Exterior Paints | N | VU | N | N | N | N | N |
| boston, ma | Fans | | U | U | VU | VU | VF | VF |
| boston, ma | Insecticides | F | N | U | U | U | N | N |
| boston, ma | L & G Growing | VF | VU | N | N | F | VF | F |
| boston, ma | L & G Irrigation | F | U | U | N | U | F | N |
| boston, ma | L & G Tools | N | U | U | U | U | N | U |
| brownsville, tx | Air Conditioners | | N | N | N | N | F | N |
| brownsville, tx | Barbecues | F | N | N | F | N | U | N |
| brownsville, tx | Exterior Paints | F | F | F | VF | N | VU | N |
| brownsville, tx | Fans | | F | F | F | F | F | F |
| brownsville, tx | Insecticides | F | F | N | N | N | U | N |
| brownsville, tx | L & G Growing | VF | N | VF | N | N | U | VF |
| brownsville, tx | L & G Irrigation | F | N | F | N | N | F | N |
| brownsville, tx | L & G Tools | VF | N | U | N | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| buffalo, ny | Air Conditioners | | VU | U | VF | U | VF | N |
| buffalo, ny | Barbecues | F | VU | N | N | U | F | N |
| buffalo, ny | Exterior Paints | N | VU | N | N | U | N | N |
| buffalo, ny | Fans | | U | N | VF | U | N | N |
| buffalo, ny | Insecticides | N | VF | N | F | N | N | N |
| buffalo, ny | L & G Growing | N | VU | N | F | N | N | N |
| buffalo, ny | L & G Irrigation | N | N | N | N | N | F | N |
| buffalo, ny | L & G Tools | U | VU | U | N | U | N | U |
| burlington, vt | Air Conditioners | | N | U | N | U | VF | N |
| burlington, vt | Barbecues | N | N | VF | N | N | N | N |
| burlington, vt | Exterior Paints | N | VU | VU | U | U | N | U |
| burlington, vt | Fans | | N | U | N | U | F | N |
| burlington, vt | Insecticides | U | VU | N | F | N | N | N |
| burlington, vt | L & G Growing | N | VU | F | U | N | VU | N |
| burlington, vt | L & G Irrigation | N | N | U | N | N | N | N |
| burlington, vt | L & G Tools | N | U | U | N | N | N | N |
| caribou, me | Air Conditioners | | U | VU | N | U | VF | N |
| caribou, me | Barbecues | N | VU | N | F | N | N | N |
| caribou, me | Exterior Paints | N | N | N | N | N | N | N |
| caribou, me | Fans | | N | VU | N | U | VF | N |
| caribou, me | Insecticides | N | U | N | F | F | N | N |
| caribou, me | L & G Growing | N | VU | U | N | F | U | N |
| caribou, me | L & G Irrigation | N | F | N | F | N | N | N |
| caribou, me | L & G Tools | N | N | N | N | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| casper, wy | Air Conditioners | | N | VF | F | U | U | N |
| casper, wy | Barbecues | VF | F | N | N | N | N | N |
| casper, wy | Exterior Paints | N | F | N | U | U | N | N |
| casper, wy | Fans | | VF | VF | VF | U | F | F |
| casper, wy | Insecticides | F | F | N | N | N | N | N |
| casper, wy | L & G Growing | N | VF | F | N | VF | F | VF |
| casper, wy | L & G Irrigation | U | N | N | N | U | N | N |
| casper, wy | L & G Tools | U | U | N | N | N | N | N |
| cedar city, ut | Air Conditioners | | VU | U | U | VU | N | U |
| cedar city, ut | Barbecues | N | VF | N | U | N | VF | F |
| cedar city, ut | Exterior Paints | N | N | N | N | VF | N | N |
| cedar city, ut | Fans | | F | N | U | U | VU | U |
| cedar city, ut | Insecticides | F | U | U | N | N | N | N |
| cedar city, ut | L & G Growing | F | F | N | N | F | N | F |
| cedar city, ut | L & G Irrigation | N | F | N | N | N | N | N |
| cedar city, ut | L & G Tools | N | U | N | N | U | F | N |
| charleston, sc | Air Conditioners | | N | N | F | F | F | F |
| charleston, sc | Barbecues | VF | N | N | F | F | VF | F |
| charleston, sc | Exterior Paints | N | U | U | N | N | N | N |
| charleston, sc | Fans | | N | N | VF | F | F | F |
| charleston, sc | Insecticides | N | N | F | N | N | N | N |
| charleston, sc | L & G Growing | VF | N | N | F | U | VU | N |
| charleston, sc | L & G Irrigation | N | N | N | N | F | N | F |
| charleston, sc | L & G Tools | N | F | N | N | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| charleston, wv | Air Conditioners | | U | VF | VF | VF | F | VF |
| charleston, wv | Barbecues | VF | VF | F | VF | N | N | VF |
| charleston, wv | Exterior Paints | N | U | N | N | N | N | N |
| charleston, wv | Fans | | N | VF | VF | F | N | VF |
| charleston, wv | Insecticides | F | VU | N | F | N | N | N |
| charleston, wv | L & G Growing | VF | U | N | U | N | U | N |
| charleston, wv | L & G Irrigation | F | N | N | N | N | N | N |
| charleston, wv | L & G Tools | F | F | N | N | N | N | N |
| charlotte, nc | Air Conditioners | | N | N | F | N | N | F |
| charlotte, nc | Barbecues | VF | F | N | N | F | N | N |
| charlotte, nc | Exterior Paints | F | U | N | N | N | N | N |
| charlotte, nc | Fans | | N | U | VF | N | N | N |
| charlotte, nc | Insecticides | N | N | F | F | N | N | N |
| charlotte, nc | L & G Growing | VF | N | N | N | VF | N | F |
| charlotte, nc | L & G Irrigation | N | N | F | N | N | N | N |
| charlotte, nc | L & G Tools | N | N | U | N | N | N | N |
| chicago, il | Air Conditioners | | U | U | F | N | N | N |
| chicago, il | Barbecues | VF | U | N | F | N | VF | F |
| chicago, il | Exterior Paints | N | U | U | N | N | N | N |
| chicago, il | Fans | | U | N | N | N | N | N |
| chicago, il | Insecticides | VF | VU | U | F | N | N | N |
| chicago, il | L & G Growing | N | VU | U | N | N | N | N |
| chicago, il | L & G Irrigation | N | VU | U | N | N | F | N |
| chicago, il | L & G Tools | VF | N | U | F | N | U | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| cincinnati, oh | Air Conditioners | | U | F | VF | F | F | VF |
| cincinnati, oh | Barbecues | VF | F | N | F | VF | VF | VF |
| cincinnati, oh | Exterior Paints | N | N | N | N | N | N | N |
| cincinnati, oh | Fans | | N | VF | VF | F | N | VF |
| cincinnati, oh | Insecticides | VF | VU | U | N | N | N | N |
| cincinnati, oh | L & G Growing | VF | U | N | VF | N | F | F |
| cincinnati, oh | L & G Irrigation | N | U | N | N | N | F | N |
| cincinnati, oh | L & G Tools | F | U | F | F | N | N | N |
| cleveland, oh | Air Conditioners | | U | N | VF | N | F | F |
| cleveland, oh | Barbecues | VF | VU | F | VF | N | F | F |
| cleveland, oh | Exterior Paints | N | VU | U | N | N | N | N |
| cleveland, oh | Fans | | N | F | VF | N | F | VF |
| cleveland, oh | Insecticides | N | VU | U | N | N | N | N |
| cleveland, oh | L & G Growing | N | VU | N | F | N | N | N |
| cleveland, oh | L & G Irrigation | U | U | N | VF | N | VF | N |
| cleveland, oh | L & G Tools | N | VU | N | F | N | N | N |
| columbia, sc | Air Conditioners | | N | F | F | F | VF | F |
| columbia, sc | Barbecues | VF | N | N | F | F | F | F |
| columbia, sc | Exterior Paints | N | N | N | F | F | N | N |
| columbia, sc | Fans | | N | N | VF | F | VF | F |
| columbia, sc | Insecticides | N | N | F | N | N | U | N |
| columbia, sc | L & G Growing | VF | N | N | N | U | VU | N |
| columbia, sc | L & G Irrigation | N | N | N | N | F | VF | F |
| columbia, sc | L & G Tools | N | N | N | N | U | U | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|--------------|------------------|--------|--------|--------|--------|--------|--------|------|
| columbus, oh | Air Conditioners | | U | N | VF | F | F | VF |
| columbus, oh | Barbecues | VF | VF | N | F | N | F | F |
| columbus, oh | Exterior Paints | N | F | U | F | N | N | N |
| columbus, oh | Fans | | N | F | VF | N | F | VF |
| columbus, oh | Insecticides | F | VU | N | N | N | N | N |
| columbus, oh | L & G Growing | VF | VU | N | VF | N | N | F |
| columbus, oh | L & G Irrigation | N | U | U | N | N | N | N |
| columbus, oh | L & G Tools | F | U | U | F | N | N | N |
| dallas, tx | Air Conditioners | | N | F | VF | N | F | F |
| dallas, tx | Barbecues | VF | F | VF | VF | F | VU | VF |
| dallas, tx | Exterior Paints | VF | F | VF | VF | VF | VF | VF |
| dallas, tx | Fans | | VF | VF | VF | VF | F | VF |
| dallas, tx | Insecticides | F | U | VF | F | N | U | N |
| dallas, tx | L & G Growing | VF | N | VF | N | U | N | F |
| dallas, tx | L & G Irrigation | U | N | N | VF | VF | VF | F |
| dallas, tx | L & G Tools | VF | N | F | N | F | N | F |
| denver, co | Air Conditioners | | N | VF | F | N | U | N |
| denver, co | Barbecues | VF | F | F | F | F | N | F |
| denver, co | Exterior Paints | N | N | F | F | N | N | N |
| denver, co | Fans | | VF | VF | N | F | U | N |
| denver, co | Insecticides | VU | N | F | N | N | U | N |
| denver, co | L & G Growing | N | VF | VF | N | N | VF | VF |
| denver, co | L & G Irrigation | VU | F | F | N | N | N | N |
| denver, co | L & G Tools | VF | N | N | N | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| des moines, ia | Air Conditioners | | U | U | VF | N | F | N |
| des moines, ia | Barbecues | VF | U | N | F | N | VF | F |
| des moines, ia | Exterior Paints | N | VU | U | VF | U | U | N |
| des moines, ia | Fans | | U | F | VF | U | F | N |
| des moines, ia | Insecticides | VF | U | N | N | N | N | N |
| des moines, ia | L & G Growing | N | N | N | N | N | U | N |
| des moines, ia | L & G Irrigation | F | N | N | F | U | N | N |
| des moines, ia | L & G Tools | U | U | N | N | F | U | N |
| detroit, mi | Air Conditioners | | U | N | F | N | N | N |
| detroit, mi | Barbecues | VF | VU | N | F | N | VF | VF |
| detroit, mi | Exterior Paints | N | N | U | N | U | N | N |
| detroit, mi | Fans | | N | N | VF | N | N | N |
| detroit, mi | Insecticides | F | U | N | N | N | N | N |
| detroit, mi | L & G Growing | N | VU | N | N | N | N | N |
| detroit, mi | L & G Irrigation | N | VU | U | N | N | F | N |
| detroit, mi | L & G Tools | F | U | N | N | N | N | N |
| dubuque, ia | Air Conditioners | | U | U | VF | U | N | N |
| dubuque, ia | Barbecues | VF | U | U | F | F | F | F |
| dubuque, ia | Exterior Paints | N | U | U | VF | U | N | N |
| dubuque, ia | Fans | | U | N | VF | U | N | N |
| dubuque, ia | Insecticides | VF | U | N | F | N | F | N |
| dubuque, ia | L & G Growing | N | U | N | N | F | N | N |
| dubuque, ia | L & G Irrigation | N | U | U | F | U | F | N |
| dubuque, ia | L & G Tools | VF | U | U | F | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|---------------|------------------|--------|--------|--------|--------|--------|--------|------|
| duluth, mn | Air Conditioners | | VU | F | VF | VU | F | VF |
| duluth, mn | Barbecues | VF | VU | N | N | U | N | N |
| duluth, mn | Exterior Paints | F | U | N | VU | N | N | N |
| duluth, mn | Fans | | U | U | VF | VU | VF | F |
| duluth, mn | Insecticides | N | VU | N | N | U | N | U |
| duluth, mn | L & G Growing | N | VU | VU | N | F | N | N |
| duluth, mn | L & G Irrigation | F | U | N | U | U | N | N |
| duluth, mn | L & G Tools | U | N | N | U | N | U | U |
| el paso, tx | Air Conditioners | | F | F | U | F | VF | F |
| el paso, tx | Barbecues | VF | N | N | VF | VF | N | F |
| el paso, tx | Exterior Paints | N | N | N | N | N | N | N |
| el paso, tx | Fans | | F | F | U | VF | F | F |
| el paso, tx | Insecticides | N | N | N | N | N | N | N |
| el paso, tx | L & G Growing | VF | N | F | F | N | VF | F |
| el paso, tx | L & G Irrigation | N | N | N | N | N | N | N |
| el paso, tx | L & G Tools | N | N | N | N | N | N | N |
| flagstaff, az | Air Conditioners | | U | N | N | U | N | N |
| flagstaff, az | Barbecues | F | F | N | VF | F | N | F |
| flagstaff, az | Exterior Paints | U | F | N | N | N | N | N |
| flagstaff, az | Fans | | N | N | U | F | N | N |
| flagstaff, az | Insecticides | U | VF | N | N | N | U | N |
| flagstaff, az | L & G Growing | U | VF | F | F | N | VF | VF |
| flagstaff, az | L & G Irrigation | F | F | N | N | N | N | N |
| flagstaff, az | L & G Tools | N | F | U | N | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|--------------------|------------------|--------|--------|--------|--------|--------|--------|------|
| fort smith, ar | Air Conditioners | | N | F | VF | F | F | F |
| fort smith, ar | Barbecues | VF | N | VF | VF | F | F | VF |
| fort smith, ar | Exterior Paints | VF | N | F | VF | VF | VU | N |
| fort smith, ar | Fans | | N | VF | N | F | F | F |
| fort smith, ar | Insecticides | VF | N | F | N | N | U | N |
| fort smith, ar | L & G Growing | VF | N | F | VF | U | VF | VF |
| fort smith, ar | L & G Irrigation | F | N | N | F | VF | F | F |
| fort smith, ar | L & G Tools | N | N | F | F | N | U | N |
| goodland, ks | Air Conditioners | | N | N | U | F | F | N |
| goodland, ks | Barbecues | VU | N | F | VF | N | N | F |
| goodland, ks | Exterior Paints | N | N | VF | N | N | VU | N |
| goodland, ks | Fans | | N | VF | VF | F | VF | VF |
| goodland, ks | Insecticides | VF | N | N | N | N | N | N |
| goodland, ks | L & G Growing | VU | F | N | N | N | N | N |
| goodland, ks | L & G Irrigation | N | N | N | N | N | N | N |
| goodland, ks | L & G Tools | U | N | N | U | N | N | N |
| grand junction, co | Air Conditioners | | VF | N | U | U | U | U |
| grand junction, co | Barbecues | N | F | N | U | N | VF | VF |
| grand junction, co | Exterior Paints | N | N | N | U | N | N | N |
| grand junction, co | Fans | | F | N | U | N | U | U |
| grand junction, co | Insecticides | N | N | N | U | N | N | N |
| grand junction, co | L & G Growing | F | F | N | N | F | F | N |
| grand junction, co | L & G Irrigation | N | F | N | U | U | U | U |
| grand junction, co | L & G Tools | N | F | N | U | U | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|------------------|------------------|--------|--------|--------|--------|--------|--------|------|
| grand rapids, mi | Air Conditioners | | U | F | VF | N | F | F |
| grand rapids, mi | Barbecues | VF | VU | N | F | F | VF | VF |
| grand rapids, mi | Exterior Paints | N | N | N | U | U | N | N |
| grand rapids, mi | Fans | | U | F | VF | N | F | F |
| grand rapids, mi | Insecticides | F | U | N | N | N | N | N |
| grand rapids, mi | L & G Growing | N | VU | N | N | N | N | N |
| grand rapids, mi | L & G Irrigation | F | U | N | N | N | F | N |
| grand rapids, mi | L & G Tools | VF | U | U | N | N | U | N |
| green bay, wi | Air Conditioners | | U | VU | F | U | F | N |
| green bay, wi | Barbecues | VF | VU | U | N | N | VF | VF |
| green bay, wi | Exterior Paints | U | U | U | U | N | U | U |
| green bay, wi | Fans | | U | VU | F | U | VF | N |
| green bay, wi | Insecticides | F | N | N | N | N | N | N |
| green bay, wi | L & G Growing | N | VU | U | N | F | N | N |
| green bay, wi | L & G Irrigation | N | N | N | N | U | N | N |
| green bay, wi | L & G Tools | N | N | N | U | U | N | N |
| harrisburg, pa | Air Conditioners | | VU | VU | N | N | U | U |
| harrisburg, pa | Barbecues | VF | VU | U | N | N | N | N |
| harrisburg, pa | Exterior Paints | N | VU | U | N | N | N | N |
| harrisburg, pa | Fans | | U | VU | VF | N | N | N |
| harrisburg, pa | Insecticides | N | N | N | F | N | N | N |
| harrisburg, pa | L & G Growing | VU | VU | U | N | N | VF | F |
| harrisburg, pa | L & G Irrigation | N | U | U | U | N | U | U |
| harrisburg, pa | L & G Tools | N | U | N | N | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|------------------|------------------|--------|--------|--------|--------|--------|--------|------|
| hartford, ct | Air Conditioners | | U | VU | N | U | F | N |
| hartford, ct | Barbecues | VF | U | U | N | N | VF | N |
| hartford, ct | Exterior Paints | N | U | N | N | N | N | N |
| hartford, ct | Fans | | N | U | N | N | N | N |
| hartford, ct | Insecticides | N | N | U | N | U | N | N |
| hartford, ct | L & G Growing | VF | U | U | N | N | VF | N |
| hartford, ct | L & G Irrigation | N | N | U | N | N | VF | N |
| hartford, ct | L & G Tools | N | F | N | N | N | U | N |
| houston, tx | Air Conditioners | | N | F | N | N | N | N |
| houston, tx | Barbecues | VF | N | F | VF | F | F | VF |
| houston, tx | Exterior Paints | VF | N | N | N | N | F | N |
| houston, tx | Fans | | VF | F | N | N | VF | F |
| houston, tx | Insecticides | VF | F | N | F | N | N | N |
| houston, tx | L & G Growing | VF | N | VF | VF | N | F | VF |
| houston, tx | L & G Irrigation | N | N | F | F | N | F | N |
| houston, tx | L & G Tools | N | N | N | N | F | F | N |
| indianapolis, in | Air Conditioners | | U | N | VF | F | VF | VF |
| indianapolis, in | Barbecues | F | VU | N | F | VF | VF | VF |
| indianapolis, in | Exterior Paints | N | F | U | N | N | N | N |
| indianapolis, in | Fans | | N | VF | VF | F | N | VF |
| indianapolis, in | Insecticides | F | U | N | F | U | N | N |
| indianapolis, in | L & G Growing | VF | U | N | VF | N | N | F |
| indianapolis, in | L & G Irrigation | N | U | N | F | N | U | N |
| indianapolis, in | L & G Tools | U | U | N | VF | N | U | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|------------------|------------------|--------|--------|--------|--------|--------|--------|------|
| jackson, ms | Air Conditioners | | N | F | N | N | N | N |
| jackson, ms | Barbecues | F | F | VF | VF | F | VF | VF |
| jackson, ms | Exterior Paints | VF | N | U | N | F | N | N |
| jackson, ms | Fans | | N | F | N | F | VF | F |
| jackson, ms | Insecticides | VU | N | F | N | N | N | U |
| jackson, ms | L & G Growing | VF | N | U | F | N | VF | F |
| jackson, ms | L & G Irrigation | U | N | N | F | F | F | N |
| jackson, ms | L & G Tools | VF | N | N | N | N | F | N |
| jackson, wy | Air Conditioners | | N | VF | F | VU | VU | VU |
| jackson, wy | Barbecues | F | N | N | N | VU | U | U |
| jackson, wy | Exterior Paints | N | N | N | N | U | N | N |
| jackson, wy | Fans | | N | F | F | VU | VU | VU |
| jackson, wy | Insecticides | N | N | VF | N | N | F | N |
| jackson, wy | L & G Growing | N | VF | N | N | VF | F | F |
| jackson, wy | L & G Irrigation | N | F | F | N | U | N | N |
| jackson, wy | L & G Tools | U | VF | F | N | U | F | N |
| jacksonville, fl | Air Conditioners | | N | VF | VF | VF | F | VF |
| jacksonville, fl | Barbecues | N | N | VF | N | F | F | F |
| jacksonville, fl | Exterior Paints | N | N | N | N | N | N | N |
| jacksonville, fl | Fans | | N | F | VF | VF | VF | VF |
| jacksonville, fl | Insecticides | N | F | F | N | F | N | N |
| jacksonville, fl | L & G Growing | F | N | F | N | N | N | N |
| jacksonville, fl | L & G Irrigation | F | N | F | N | N | F | N |
| jacksonville, fl | L & G Tools | N | N | N | F | N | N | N |

LEGEND

| |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|-----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| kansas city, mo | Air Conditioners | | N | F | VF | N | F | F |
| kansas city, mo | Barbecues | VF | N | VF | F | VF | N | VF |
| kansas city, mo | Exterior Paints | VF | U | N | N | N | VU | N |
| kansas city, mo | Fans | | U | VF | N | N | N | N |
| kansas city, mo | Insecticides | VF | U | N | N | N | U | N |
| kansas city, mo | L & G Growing | VF | U | N | VF | F | F | F |
| kansas city, mo | L & G Irrigation | N | N | N | F | N | N | N |
| kansas city, mo | L & G Tools | U | N | N | N | N | N | N |
| knoxville, tn | Air Conditioners | | N | VF | VF | F | N | F |
| knoxville, tn | Barbecues | VF | VF | N | VF | N | N | F |
| knoxville, tn | Exterior Paints | N | N | N | F | F | N | N |
| knoxville, tn | Fans | | F | F | VF | F | N | F |
| knoxville, tn | Insecticides | VF | N | N | N | N | N | N |
| knoxville, tn | L & G Growing | VF | N | N | N | N | N | N |
| knoxville, tn | L & G Irrigation | F | N | N | F | F | N | N |
| knoxville, tn | L & G Tools | F | F | N | N | N | N | N |
| las vegas, nv | Air Conditioners | | VF | N | U | N | N | N |
| las vegas, nv | Barbecues | N | F | N | VU | VU | VU | VU |
| las vegas, nv | Exterior Paints | N | N | N | N | U | N | N |
| las vegas, nv | Fans | | VF | N | U | U | N | F |
| las vegas, nv | Insecticides | N | VF | N | N | N | N | N |
| las vegas, nv | L & G Growing | F | VF | N | N | N | F | F |
| las vegas, nv | L & G Irrigation | N | F | N | N | N | N | N |
| las vegas, nv | L & G Tools | N | VF | N | N | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|-----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| little rock, ar | Air Conditioners | | N | VF | VF | N | N | F |
| little rock, ar | Barbecues | N | F | N | F | VF | VF | F |
| little rock, ar | Exterior Paints | VF | N | N | N | VF | VU | N |
| little rock, ar | Fans | | U | VF | VF | VF | VF | VF |
| little rock, ar | Insecticides | VF | F | F | N | N | N | N |
| little rock, ar | L & G Growing | VF | N | N | N | U | VF | N |
| little rock, ar | L & G Irrigation | VU | N | N | F | F | F | N |
| little rock, ar | L & G Tools | N | N | N | N | N | N | N |
| los angeles, ca | Air Conditioners | | VF | F | F | VF | VF | VF |
| los angeles, ca | Barbecues | F | N | F | F | F | F | F |
| los angeles, ca | Exterior Paints | N | F | F | F | N | N | N |
| los angeles, ca | Fans | | VF | F | VF | VF | F | VF |
| los angeles, ca | Insecticides | N | F | N | N | N | F | N |
| los angeles, ca | L & G Growing | N | VF | N | N | N | N | F |
| los angeles, ca | L & G Irrigation | N | VF | N | N | N | F | F |
| los angeles, ca | L & G Tools | N | VF | N | N | N | N | F |
| medford, or | Air Conditioners | | N | N | N | VF | VU | N |
| medford, or | Barbecues | VF | N | U | N | N | U | N |
| medford, or | Exterior Paints | N | U | U | U | F | N | N |
| medford, or | Fans | | F | U | N | VF | U | N |
| medford, or | Insecticides | U | U | U | N | U | U | U |
| medford, or | L & G Growing | VF | N | N | N | VF | F | F |
| medford, or | L & G Irrigation | N | U | U | N | N | N | N |
| medford, or | L & G Tools | N | U | N | N | U | VF | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|-------------|------------------|--------|--------|--------|--------|--------|--------|------|
| memphis, tn | Air Conditioners | | N | VF | VF | F | N | F |
| memphis, tn | Barbecues | VF | VF | N | VF | VF | VF | VF |
| memphis, tn | Exterior Paints | N | N | N | F | N | F | N |
| memphis, tn | Fans | | U | F | F | VF | VF | F |
| memphis, tn | Insecticides | N | U | F | N | N | N | N |
| memphis, tn | L & G Growing | VF | N | N | N | U | VF | N |
| memphis, tn | L & G Irrigation | VF | N | F | F | F | N | F |
| memphis, tn | L & G Tools | F | N | N | F | N | N | N |
| miami, fl | Air Conditioners | | N | N | N | N | N | N |
| miami, fl | Barbecues | N | F | N | N | N | F | N |
| miami, fl | Exterior Paints | N | N | F | N | VF | VF | F |
| miami, fl | Fans | | N | N | U | F | F | N |
| miami, fl | Insecticides | N | N | U | N | N | N | N |
| miami, fl | L & G Growing | N | F | N | F | N | N | N |
| miami, fl | L & G Irrigation | N | N | N | N | F | F | N |
| miami, fl | L & G Tools | N | N | N | N | N | N | N |
| midland, tx | Air Conditioners | | N | VF | F | N | VF | VF |
| midland, tx | Barbecues | VF | N | VF | F | VF | VU | VF |
| midland, tx | Exterior Paints | F | U | VF | N | N | N | N |
| midland, tx | Fans | | F | VF | VF | VF | VF | VF |
| midland, tx | Insecticides | VF | F | VF | F | U | VU | N |
| midland, tx | L & G Growing | VF | N | VF | U | U | N | F |
| midland, tx | L & G Irrigation | VF | N | N | F | F | N | F |
| midland, tx | L & G Tools | VF | N | U | N | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

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Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|-----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| minneapolis, mn | Air Conditioners | | VU | N | N | VU | N | U |
| minneapolis, mn | Barbecues | VF | VU | N | N | N | U | F |
| minneapolis, mn | Exterior Paints | N | U | N | N | VU | VU | U |
| minneapolis, mn | Fans | | U | N | F | VU | F | N |
| minneapolis, mn | Insecticides | F | N | F | N | U | N | N |
| minneapolis, mn | L & G Growing | N | VU | N | N | F | N | N |
| minneapolis, mn | L & G Irrigation | N | U | N | N | U | N | U |
| minneapolis, mn | L & G Tools | N | U | U | N | U | N | U |
| missoula, mt | Air Conditioners | | N | F | VF | VU | VU | VU |
| missoula, mt | Barbecues | VF | U | N | F | U | U | F |
| missoula, mt | Exterior Paints | N | U | F | N | U | N | N |
| missoula, mt | Fans | | U | N | VF | VU | VU | U |
| missoula, mt | Insecticides | N | VF | VF | F | N | N | N |
| missoula, mt | L & G Growing | N | U | N | N | VF | VF | F |
| missoula, mt | L & G Irrigation | N | VF | N | F | U | U | N |
| missoula, mt | L & G Tools | U | F | F | F | N | N | N |
| nashville, tn | Air Conditioners | | N | N | VF | N | N | F |
| nashville, tn | Barbecues | VF | F | N | F | N | VF | VF |
| nashville, tn | Exterior Paints | N | U | N | VF | F | N | N |
| nashville, tn | Fans | | N | F | VF | F | N | F |
| nashville, tn | Insecticides | VF | U | N | F | N | N | N |
| nashville, tn | L & G Growing | VF | N | N | VF | N | F | F |
| nashville, tn | L & G Irrigation | N | F | N | N | N | N | N |
| nashville, tn | L & G Tools | F | F | F | F | N | N | F |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|-------------------|------------------|--------|--------|--------|--------|--------|--------|------|
| new orleans, la | Air Conditioners | | N | N | N | N | N | N |
| new orleans, la | Barbecues | VF | VF | VF | VF | F | F | VF |
| new orleans, la | Exterior Paints | N | N | F | N | N | U | N |
| new orleans, la | Fans | | N | U | U | N | F | N |
| new orleans, la | Insecticides | F | N | U | U | N | N | N |
| new orleans, la | L & G Growing | VF | F | VF | VF | N | VF | VF |
| new orleans, la | L & G Irrigation | VF | N | U | N | F | F | N |
| new orleans, la | L & G Tools | VF | N | F | N | N | N | N |
| new york city, ny | Air Conditioners | | U | U | N | N | F | N |
| new york city, ny | Barbecues | VF | U | U | N | N | F | N |
| new york city, ny | Exterior Paints | N | U | U | N | N | N | N |
| new york city, ny | Fans | | N | U | N | N | VF | F |
| new york city, ny | Insecticides | VF | N | N | N | N | F | N |
| new york city, ny | L & G Growing | VF | U | N | N | N | VF | F |
| new york city, ny | L & G Irrigation | VF | U | U | N | N | F | N |
| new york city, ny | L & G Tools | U | N | N | N | N | N | N |
| north bend, or | Air Conditioners | | VF | VF | VF | U | VF | VF |
| north bend, or | Barbecues | VF | VF | N | N | N | F | F |
| north bend, or | Exterior Paints | N | N | N | F | U | N | N |
| north bend, or | Fans | | N | F | F | U | VF | N |
| north bend, or | Insecticides | N | N | N | U | N | N | N |
| north bend, or | L & G Growing | F | F | U | U | F | U | N |
| north bend, or | L & G Irrigation | N | F | F | N | N | U | N |
| north bend, or | L & G Tools | F | N | N | N | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|-------------------|------------------|--------|--------|--------|--------|--------|--------|------|
| oklahoma city, ok | Air Conditioners | | N | N | VF | F | F | F |
| oklahoma city, ok | Barbecues | U | N | F | VF | VF | N | VF |
| oklahoma city, ok | Exterior Paints | VF | N | VF | VF | VF | N | F |
| oklahoma city, ok | Fans | | N | VF | VF | F | F | F |
| oklahoma city, ok | Insecticides | VF | N | F | N | N | U | N |
| oklahoma city, ok | L & G Growing | VF | N | N | U | N | VU | N |
| oklahoma city, ok | L & G Irrigation | VF | N | N | F | VF | VF | F |
| oklahoma city, ok | L & G Tools | VU | N | F | F | F | U | N |
| omaha, ne | Air Conditioners | | U | N | F | U | F | N |
| omaha, ne | Barbecues | VF | U | N | N | N | N | N |
| omaha, ne | Exterior Paints | VF | N | N | F | N | N | N |
| omaha, ne | Fans | | U | F | F | N | F | N |
| omaha, ne | Insecticides | VF | U | N | N | F | U | N |
| omaha, ne | L & G Growing | N | U | F | N | VF | N | N |
| omaha, ne | L & G Irrigation | F | N | N | F | U | F | N |
| omaha, ne | L & G Tools | F | U | N | F | N | N | N |
| orlando, fl | Air Conditioners | | N | F | N | N | U | N |
| orlando, fl | Barbecues | N | F | VF | N | N | N | F |
| orlando, fl | Exterior Paints | N | N | N | N | N | N | N |
| orlando, fl | Fans | | N | F | N | N | N | N |
| orlando, fl | Insecticides | N | N | F | N | N | N | N |
| orlando, fl | L & G Growing | N | F | F | N | N | F | N |
| orlando, fl | L & G Irrigation | N | N | N | N | N | N | N |
| orlando, fl | L & G Tools | F | U | F | U | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|------------------|------------------|--------|--------|--------|--------|--------|--------|------|
| palm springs, ca | Air Conditioners | | F | N | U | U | VU | U |
| palm springs, ca | Barbecues | N | N | N | U | VF | VU | VF |
| palm springs, ca | Exterior Paints | N | N | N | N | F | N | N |
| palm springs, ca | Fans | | VF | U | U | U | VU | U |
| palm springs, ca | Insecticides | U | N | N | N | N | VU | U |
| palm springs, ca | L & G Growing | N | F | N | N | F | VF | F |
| palm springs, ca | L & G Irrigation | N | N | N | N | U | U | N |
| palm springs, ca | L & G Tools | N | N | N | N | F | F | N |
| pensacola, fl | Air Conditioners | | N | F | F | N | N | N |
| pensacola, fl | Barbecues | F | N | VF | VF | N | F | VF |
| pensacola, fl | Exterior Paints | N | N | F | N | N | N | N |
| pensacola, fl | Fans | | N | F | N | N | F | N |
| pensacola, fl | Insecticides | VF | N | F | N | N | N | N |
| pensacola, fl | L & G Growing | VF | N | VF | VF | N | VF | VF |
| pensacola, fl | L & G Irrigation | F | N | N | N | N | N | N |
| pensacola, fl | L & G Tools | F | N | N | N | N | N | N |
| peoria, il | Air Conditioners | | N | VF | VF | N | VF | F |
| peoria, il | Barbecues | VF | N | VF | VF | VF | F | VF |
| peoria, il | Exterior Paints | VF | N | N | VF | N | N | N |
| peoria, il | Fans | | U | F | VF | N | N | F |
| peoria, il | Insecticides | VF | U | U | N | U | N | N |
| peoria, il | L & G Growing | VU | U | N | VF | N | N | N |
| peoria, il | L & G Irrigation | F | N | N | F | N | VF | N |
| peoria, il | L & G Tools | N | U | N | F | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|------------------|------------------|--------|--------|--------|--------|--------|--------|------|
| philadelphia, pa | Air Conditioners | | U | N | N | F | F | N |
| philadelphia, pa | Barbecues | VF | U | N | N | N | N | N |
| philadelphia, pa | Exterior Paints | N | U | N | N | N | N | N |
| philadelphia, pa | Fans | | N | N | N | N | VF | N |
| philadelphia, pa | Insecticides | F | U | F | F | N | N | N |
| philadelphia, pa | L & G Growing | VF | U | N | N | N | VF | N |
| philadelphia, pa | L & G Irrigation | VF | U | U | N | N | N | N |
| philadelphia, pa | L & G Tools | N | U | U | N | N | N | N |
| phoenix, az | Air Conditioners | | F | N | N | N | F | N |
| phoenix, az | Barbecues | N | N | N | F | N | N | N |
| phoenix, az | Exterior Paints | N | N | N | N | N | N | N |
| phoenix, az | Fans | | F | N | N | N | F | N |
| phoenix, az | Insecticides | N | VF | N | N | N | N | F |
| phoenix, az | L & G Growing | N | F | N | N | N | N | N |
| phoenix, az | L & G Irrigation | N | F | N | N | N | F | N |
| phoenix, az | L & G Tools | N | N | N | N | F | N | N |
| pierre, sd | Air Conditioners | | VU | F | F | VU | U | U |
| pierre, sd | Barbecues | VF | VU | N | N | U | N | U |
| pierre, sd | Exterior Paints | F | VU | N | N | U | F | N |
| pierre, sd | Fans | | U | VF | VF | VU | U | U |
| pierre, sd | Insecticides | F | U | N | N | F | N | N |
| pierre, sd | L & G Growing | N | VU | F | N | VF | F | VF |
| pierre, sd | L & G Irrigation | VU | N | N | F | U | N | N |
| pierre, sd | L & G Tools | N | N | N | F | U | F | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| pittsburgh, pa | Air Conditioners | | U | F | VF | VF | VF | VF |
| pittsburgh, pa | Barbecues | VF | N | N | F | N | N | F |
| pittsburgh, pa | Exterior Paints | N | VU | U | N | N | N | N |
| pittsburgh, pa | Fans | | N | VF | N | F | VF | F |
| pittsburgh, pa | Insecticides | N | U | N | F | N | N | N |
| pittsburgh, pa | L & G Growing | VF | VU | N | VF | N | N | F |
| pittsburgh, pa | L & G Irrigation | N | VU | N | F | N | F | N |
| pittsburgh, pa | L & G Tools | U | U | N | F | N | N | N |
| portland, me | Air Conditioners | | N | U | VU | VU | VF | F |
| portland, me | Barbecues | VF | U | U | U | U | VF | N |
| portland, me | Exterior Paints | N | U | U | N | N | N | N |
| portland, me | Fans | | N | U | N | VU | VF | VF |
| portland, me | Insecticides | N | N | N | U | U | N | N |
| portland, me | L & G Growing | VF | N | N | U | F | VF | N |
| portland, me | L & G Irrigation | N | N | U | U | U | VF | N |
| portland, me | L & G Tools | N | F | N | U | U | F | N |
| portland, or | Air Conditioners | | N | U | F | VU | U | U |
| portland, or | Barbecues | VF | U | U | N | U | U | U |
| portland, or | Exterior Paints | N | U | N | N | N | F | N |
| portland, or | Fans | | N | U | F | VU | N | U |
| portland, or | Insecticides | VU | N | N | N | U | VU | U |
| portland, or | L & G Growing | VF | N | U | N | VF | N | N |
| portland, or | L & G Irrigation | N | N | N | N | VU | U | U |
| portland, or | L & G Tools | F | N | U | N | U | U | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|--------------|------------------|--------|--------|--------|--------|--------|--------|------|
| raleigh, nc | Air Conditioners | | N | VF | VF | F | F | VF |
| raleigh, nc | Barbecues | VF | N | U | N | F | F | F |
| raleigh, nc | Exterior Paints | VF | VU | N | N | N | N | N |
| raleigh, nc | Fans | | U | N | VF | F | F | VF |
| raleigh, nc | Insecticides | N | N | N | N | N | N | N |
| raleigh, nc | L & G Growing | VF | N | N | N | U | N | N |
| raleigh, nc | L & G Irrigation | N | N | N | N | N | N | N |
| raleigh, nc | L & G Tools | N | N | F | N | N | N | N |
| reno, nv | Air Conditioners | | F | N | N | U | VU | U |
| reno, nv | Barbecues | F | N | N | N | U | VF | N |
| reno, nv | Exterior Paints | N | N | N | N | N | N | N |
| reno, nv | Fans | | VF | N | N | U | U | U |
| reno, nv | Insecticides | U | N | U | N | U | U | U |
| reno, nv | L & G Growing | N | F | N | N | VF | VF | F |
| reno, nv | L & G Irrigation | N | F | N | N | U | U | N |
| reno, nv | L & G Tools | N | N | N | N | N | U | N |
| richmond, va | Air Conditioners | | N | VF | F | F | F | F |
| richmond, va | Barbecues | VF | N | N | U | F | F | F |
| richmond, va | Exterior Paints | N | N | N | N | N | N | N |
| richmond, va | Fans | | N | N | VF | N | F | VF |
| richmond, va | Insecticides | VF | N | N | N | N | N | N |
| richmond, va | L & G Growing | VF | N | N | N | N | N | N |
| richmond, va | L & G Irrigation | F | F | N | F | N | N | N |
| richmond, va | L & G Tools | N | N | N | N | U | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

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Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| riverside, ca | Air Conditioners | | VF | VF | F | U | N | F |
| riverside, ca | Barbecues | N | F | N | VU | VF | VF | F |
| riverside, ca | Exterior Paints | N | N | N | N | N | N | N |
| riverside, ca | Fans | | VF | F | U | N | VU | VU |
| riverside, ca | Insecticides | VF | VF | N | N | N | N | N |
| riverside, ca | L & G Growing | F | VF | N | N | N | F | F |
| riverside, ca | L & G Irrigation | N | F | N | N | N | N | N |
| riverside, ca | L & G Tools | U | F | N | N | N | VU | N |
| roanoke, va | Air Conditioners | | N | VF | VF | N | N | F |
| roanoke, va | Barbecues | VF | N | N | N | F | N | N |
| roanoke, va | Exterior Paints | N | N | N | N | N | N | N |
| roanoke, va | Fans | | N | N | VF | N | U | N |
| roanoke, va | Insecticides | VF | N | N | N | N | N | N |
| roanoke, va | L & G Growing | VF | N | N | N | VF | N | N |
| roanoke, va | L & G Irrigation | N | N | N | N | N | N | N |
| roanoke, va | L & G Tools | F | N | N | N | N | N | N |
| sacramento, ca | Air Conditioners | | VF | N | U | F | N | N |
| sacramento, ca | Barbecues | N | N | U | N | N | U | N |
| sacramento, ca | Exterior Paints | N | N | N | N | N | N | N |
| sacramento, ca | Fans | | F | U | U | N | U | N |
| sacramento, ca | Insecticides | N | N | U | N | N | N | N |
| sacramento, ca | L & G Growing | N | N | N | N | N | N | N |
| sacramento, ca | L & G Irrigation | N | N | N | N | N | N | N |
| sacramento, ca | L & G Tools | N | N | N | N | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

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Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|--------------------|------------------|--------|--------|--------|--------|--------|--------|------|
| salt lake city, ut | Air Conditioners | | F | N | N | VU | VU | U |
| salt lake city, ut | Barbecues | VF | N | F | N | U | VF | N |
| salt lake city, ut | Exterior Paints | N | N | N | N | N | N | N |
| salt lake city, ut | Fans | | VF | F | U | VU | U | U |
| salt lake city, ut | Insecticides | N | N | F | N | N | N | N |
| salt lake city, ut | L & G Growing | N | F | F | N | VF | F | F |
| salt lake city, ut | L & G Irrigation | F | N | F | U | U | U | U |
| salt lake city, ut | L & G Tools | N | N | N | N | U | N | N |
| san antonio, tx | Air Conditioners | | N | VF | F | N | VF | F |
| san antonio, tx | Barbecues | VF | N | VF | VF | N | VU | F |
| san antonio, tx | Exterior Paints | N | N | N | F | F | N | N |
| san antonio, tx | Fans | | N | F | F | F | VF | VF |
| san antonio, tx | Insecticides | VF | N | N | F | N | U | N |
| san antonio, tx | L & G Growing | VF | N | VF | N | U | VU | F |
| san antonio, tx | L & G Irrigation | VF | N | N | F | VF | VF | F |
| san antonio, tx | L & G Tools | VF | N | U | N | U | F | N |
| san diego, ca | Air Conditioners | | F | N | N | U | VU | U |
| san diego, ca | Barbecues | N | N | N | F | N | N | N |
| san diego, ca | Exterior Paints | N | N | N | N | N | N | N |
| san diego, ca | Fans | | VF | F | VF | U | VU | N |
| san diego, ca | Insecticides | N | VF | N | N | N | U | N |
| san diego, ca | L & G Growing | N | F | N | N | N | F | N |
| san diego, ca | L & G Irrigation | F | VF | N | N | N | N | F |
| san diego, ca | L & G Tools | N | F | N | F | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

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Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|---------------------|------------------|--------|--------|--------|--------|--------|--------|------|
| san francisco, ca | Air Conditioners | | N | F | F | VU | N | U |
| san francisco, ca | Barbecues | U | N | F | N | U | F | N |
| san francisco, ca | Exterior Paints | U | N | N | N | VF | N | F |
| san francisco, ca | Fans | | F | F | VF | VU | VF | VF |
| san francisco, ca | Insecticides | U | U | F | N | F | N | N |
| san francisco, ca | L & G Growing | N | N | N | N | F | N | N |
| san francisco, ca | L & G Irrigation | U | N | F | N | F | N | N |
| san francisco, ca | L & G Tools | U | N | U | N | N | N | N |
| sault ste marie, mi | Air Conditioners | | U | VU | N | U | N | U |
| sault ste marie, mi | Barbecues | F | VU | U | U | U | VF | VF |
| sault ste marie, mi | Exterior Paints | N | N | VU | N | N | N | N |
| sault ste marie, mi | Fans | | VU | VU | N | N | F | N |
| sault ste marie, mi | Insecticides | N | VU | VU | N | N | N | U |
| sault ste marie, mi | L & G Growing | N | VU | VU | U | F | N | U |
| sault ste marie, mi | L & G Irrigation | N | F | U | U | U | N | U |
| sault ste marie, mi | L & G Tools | N | N | U | F | N | N | N |
| seattle, wa | Air Conditioners | | F | N | VF | VF | F | F |
| seattle, wa | Barbecues | N | N | U | F | U | N | N |
| seattle, wa | Exterior Paints | N | VF | N | F | N | N | N |
| seattle, wa | Fans | | N | U | VF | U | F | N |
| seattle, wa | Insecticides | N | F | N | F | N | N | N |
| seattle, wa | L & G Growing | VF | N | N | N | F | U | N |
| seattle, wa | L & G Irrigation | N | F | N | N | VU | N | N |
| seattle, wa | L & G Tools | F | F | N | N | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|----------------|------------------|--------|--------|--------|--------|--------|--------|------|
| shreveport, la | Air Conditioners | | N | N | N | N | N | N |
| shreveport, la | Barbecues | F | F | VF | VF | F | VF | VF |
| shreveport, la | Exterior Paints | F | U | N | N | U | N | N |
| shreveport, la | Fans | | N | N | N | F | F | F |
| shreveport, la | Insecticides | F | F | N | N | N | N | N |
| shreveport, la | L & G Growing | VF | N | N | VF | N | VF | VF |
| shreveport, la | L & G Irrigation | N | F | N | N | N | N | N |
| shreveport, la | L & G Tools | VF | N | N | U | N | N | N |
| spokane, wa | Air Conditioners | | U | N | F | VU | VU | VU |
| spokane, wa | Barbecues | VU | U | U | N | U | VF | N |
| spokane, wa | Exterior Paints | N | U | VU | U | U | N | U |
| spokane, wa | Fans | | N | U | F | VU | VU | VU |
| spokane, wa | Insecticides | VF | VU | VU | F | VU | U | U |
| spokane, wa | L & G Growing | N | U | U | N | VF | VF | N |
| spokane, wa | L & G Irrigation | F | U | N | N | VU | U | U |
| spokane, wa | L & G Tools | F | N | U | N | U | N | N |
| st. louis, mo | Air Conditioners | | N | F | VF | N | F | VF |
| st. louis, mo | Barbecues | VF | F | F | F | VF | F | VF |
| st. louis, mo | Exterior Paints | N | N | N | F | N | N | N |
| st. louis, mo | Fans | | U | VF | VF | N | F | F |
| st. louis, mo | Insecticides | VF | N | N | F | N | N | N |
| st. louis, mo | L & G Growing | VF | U | N | U | N | F | N |
| st. louis, mo | L & G Irrigation | VF | U | N | F | N | F | N |
| st. louis, mo | L & G Tools | VF | U | N | F | N | U | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|--------------|------------------|--------|--------|--------|--------|--------|--------|------|
| syracuse, ny | Air Conditioners | | U | U | N | VU | F | U |
| syracuse, ny | Barbecues | F | VU | N | F | U | F | N |
| syracuse, ny | Exterior Paints | N | VU | U | U | N | N | U |
| syracuse, ny | Fans | | N | U | F | U | N | U |
| syracuse, ny | Insecticides | N | VU | U | N | N | N | N |
| syracuse, ny | L & G Growing | N | VU | N | N | F | N | N |
| syracuse, ny | L & G Irrigation | U | U | U | N | U | F | N |
| syracuse, ny | L & G Tools | N | U | U | N | U | N | U |
| tampa, fl | Air Conditioners | | N | N | U | N | U | N |
| tampa, fl | Barbecues | N | N | F | N | N | U | N |
| tampa, fl | Exterior Paints | F | N | F | N | N | VU | N |
| tampa, fl | Fans | | N | N | N | N | U | N |
| tampa, fl | Insecticides | N | N | N | U | N | U | N |
| tampa, fl | L & G Growing | N | N | VF | F | N | N | F |
| tampa, fl | L & G Irrigation | N | N | N | N | N | N | N |
| tampa, fl | L & G Tools | N | N | N | N | N | N | N |
| taos, nm | Air Conditioners | | N | F | U | N | F | N |
| taos, nm | Barbecues | VF | F | N | N | F | N | N |
| taos, nm | Exterior Paints | N | N | N | N | N | F | N |
| taos, nm | Fans | | F | N | U | VF | N | F |
| taos, nm | Insecticides | N | N | N | U | N | N | N |
| taos, nm | L & G Growing | N | VF | N | N | N | N | N |
| taos, nm | L & G Irrigation | U | N | N | U | N | N | N |
| taos, nm | L & G Tools | F | N | F | U | N | N | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

Note: If no favorability appears for a particular month, then the product is either "out of season" or we have not received historical sales from ACE Corporate to create a favorability for this year

Weather Driven Favorability Profiles

Spring-Summer 2022

| U.S. Market | Category | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | 2022 |
|-------------|------------------|--------|--------|--------|--------|--------|--------|------|
| wichita, ks | Air Conditioners | | N | N | VF | F | F | F |
| wichita, ks | Barbecues | U | N | N | VF | VF | N | F |
| wichita, ks | Exterior Paints | F | N | F | N | F | VU | N |
| wichita, ks | Fans | | N | VF | VF | F | VF | VF |
| wichita, ks | Insecticides | VU | N | VF | N | N | U | N |
| wichita, ks | L & G Growing | VF | N | N | U | N | VU | N |
| wichita, ks | L & G Irrigation | VU | N | N | F | F | VF | N |
| wichita, ks | L & G Tools | VF | N | F | F | N | U | N |
| yakima, wa | Air Conditioners | | N | N | F | U | VU | U |
| yakima, wa | Barbecues | VF | N | N | N | U | VF | F |
| yakima, wa | Exterior Paints | N | N | F | N | N | N | N |
| yakima, wa | Fans | | F | N | F | U | U | U |
| yakima, wa | Insecticides | U | U | N | N | N | U | N |
| yakima, wa | L & G Growing | N | N | N | N | VF | VF | N |
| yakima, wa | L & G Irrigation | U | U | N | N | U | N | N |
| yakima, wa | L & G Tools | F | U | N | N | N | F | N |
| yuma, az | Air Conditioners | | VF | N | N | U | N | N |
| yuma, az | Barbecues | N | F | N | U | N | VU | N |
| yuma, az | Exterior Paints | N | N | N | N | N | N | N |
| yuma, az | Fans | | VF | N | N | U | U | N |
| yuma, az | Insecticides | N | N | N | N | N | N | N |
| yuma, az | L & G Growing | N | F | N | N | N | F | N |
| yuma, az | L & G Irrigation | N | N | N | N | N | N | N |
| yuma, az | L & G Tools | N | N | N | N | U | U | N |

| LEGEND |
|------------------|
| Very Favorable |
| Favorable |
| Neutral |
| Unfavorable |
| Very Unfavorable |

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Contact Information



ACE Hardware Corporate Office

Joe McMahon
Inventory Control
mcmah@acehardware.com
630.990.3579



Planalytics, Inc.

Jeffrey Doran
Director, Specialized Support
& Services
jdoran@planalytics.com
610.407.2914